

Knitted Outerwear Times

the official publication of the
national knitted outerwear association
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murray hill 3-7520

sweaters • swim suits • infantswear • knit fabrics • polo shirts • gloves • headwear



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Vol. 28

MONDAY, MARCH 7, 1960

No. 10

NKOA Mounts Drive Against Ad Allowances

A drive to rid the knitted outerwear market of the abuse of discriminatory advertising allowances in any form, including advertising in store catalogues, has been undertaken by the National Knitted Outerwear Association. The Association's campaign coincides with the opening of the new season in infants' and children's wear and teen wear, as well as in other apparel categories.

Members of the Association's Infants' and Children's Wear Group at recent meetings reaffirmed the long-standing Association policy of resisting and bringing to light demands by buyers for illicit ad concessions.

"The tide is now running more strongly against this kind of trade abuse than ever before,"

Sidney S. Korzenik, executive director and counsel of the Association said. "Earl W. Kintner, chairman of the Federal Trade Commission, has recently announced vigorous new efforts against Robinson-Patman Act offenders. Increased attention on the part of the Committee has been focused on the ready-to-wear market. In a number of cases, proceedings have been initiated against buyers who have attempted or induced discriminatory concessions."

But, Mr. Korzenik, pointed out, it should not be necessary to rely on the arm of the Government, when a strong body of public opinion in the apparel market is turning strongly against this type of buying tactics.

"We are seeking to strengthen this general sentiment by joint action on the part of apparel trade associations," he continued, "so that such malpractice"

(Continued on Page 37)

Korzenik Urges Exclusion Of Knitwear From GATT Tariff Bargaining List

NO articles of knitted outerwear should be included in the U.S. list of items for negotiation with other signatory powers of the General Agreement on Tariffs and Trade (GATT), Sidney S. Korzenik, executive director and counsel of the National Knitted Outerwear Association, wrote to Joseph E. Talbot, chairman of the U.S. Tariff Commission. The GATT nations are due to meet in Geneva later this year.

The commission makes a preliminary finding of peril point levels on individual articles prior to the compilation of the product list for tariff bargaining. The peril points are the duty levels below which there is the likelihood that imports would be invited in such volumes as to be injurious to domestic production.

In a covering letter to a 10-page memorandum, Mr. Korzenik apprised the U. S. Tariff Commission chairman that "American manufacturers have been encountering serious competition from foreign products entering the United States market." He said that the increased volume of low priced imports "has caused wide disturbance and protest" in the industry.

Imports of knitted outerwear into the United States, Mr. Korzenik explained in his memorandum, "instead of coming from Great Britain are now coming from Japan at considerably lower prices than the knitted articles bearing the United Kingdom label."

The recent action of the Japanese in breaking their own self-imposed quota on exports of sweaters to the United States "proves that Japan can increase their exports to the United States at will and that our tariffs on these classifications do not restrict such imports." The conclusion that must be drawn from

this, he said, is that no reason exists for any further reduction in tariffs on knitted outerwear.

Memorandum Text

Following is a partial text of Mr. Korzenik's memorandum to the Tariff Commission head:

"Britain used to lead in the export of such sweaters to the American market. Indeed, the concessions negotiated in the reduction of this tariff were originally made in favor of Britain. But in recent years, they operated to Britain's detriment. With the revival of the Japanese knitting industry, Japanese competition, first in cashmeres, defeated Britain in this market, to say nothing of the injury to American manufacturers. The result was that Japan, which in 1954 exported only insignificant quantities in this category, has forged ahead and is now the major supplier, as measured in units and pounds, having displaced the United Kingdom from its former position.

"Disruptively low prices were the means, of course, by which Japanese competition so rapidly penetrated the American market. Their low prices also explain the area of knitwear trade which Japanese competition successively exploited and thereby left less capable of absorbing either American or Japanese products. When Japanese sweaters first appeared in cashmere, the head of one of the largest

(Continued on Page 34)

New Labeling Law Now In Effect

The new Textile Fibers Products Identification Act went into effect last Wednesday. For the past several months, members of the industry have been carefully instructed on the requirements of the Act in detailed Association bulletins and at clinics held in various parts of the country.

"Perhaps no recent enactment has been so widely discussed and studied in our industry prior to its effective date as this new law," Sidney S. Korzenik, NKOA executive director and counsel, declared. He urged members of the industry who may still be in doubt on any point with respect to the law to consult the bulletins and sum-

maries distributed by the Association to the entire membership or to communicate with the Association.

The new Act, Mr. Korzenik explained, does not affect goods manufactured before March 3, if the merchandise shipped thereafter has not been further processed so as to change its form.

Manufacturers claiming this exemption are required to maintain records to prove that the goods are not required to be labeled for this reason.

All goods, however, which contain no wool and now being manufactured are subject to the requirements of TFPIA, he stated.

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FEATURES

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Laminated Knits

New Fabric Has Vinyl And Knit Facings

By CHARLES REICHMAN, Editor

URETHANE foam, sandwiched between a vinyl cloth and a knitted fabric is the newest development in laminated knitted yardgoods to hit the market. Designed at the moment for men's and boys' mock leather outerwear jackets, this new variety of laminated knitted fabric has a wide potential in other apparel areas where fake leather is employed, notably women's abbreviated car coats and full-length sport coats. It is expected to deepen the penetration of knitted fabric into fields where woven materials up to now had been favored. Laminated knits are a relatively recent development. Although the technology of producing these fabrics has been perfected, the merchandising potential has not yet been fully explored. (See article, "Knit Cloth Laminated to Urethane Foam," KNITTED OUTERWEAR TIMES, Feb. 8, 1960, issue.)

Features Cited

One of the major advantages of the new laminating technique is that it produces a fabric that can be readily used in a reversible garment.

This is not possible with knit fabrics that are bonded to urethane foam alone. The latter type of cloth cannot be used for interchangeable two-faced apparel unless a third fabric is sewn over the backcoating of urethane foam. Generally, however, this is not being done. The only covering that is placed over the urethane foam backing is a silesia or other type of lining material.

Knit-backed vinyl fabric with filler of urethane foam also has advantages over plain knit-backed vinyl.

Among these are:

- Better insulation. The inner layer of urethane foam increases the thermal quality of the fabric without a marked increase in cloth weight.
- Improved fabric softness. Addition of the foam between the knit and vinyl facings produces a suppleness not generally found in vinyl coated fabrics.
- Increased bulk. The presence of the urethane foam imparts a beefy handle to the fabric.

Among the laminators who have pioneered in the development of the tri-bonded fabric

is Textilfoam Inc., Palisades Park, N. J. The company developed the process after considerable experimentation and is currently turning out sample lots of the knit-urethane-vinyl fabrics for a number of major knit yardgoods converters. The latter, according to Martin Rudolph, Textilfoam president, have expressed enthusiasm with the new laminated construction and are planning to include it in their outerwear and sport coat fabric lines for the next winter season.

Resistant Vinyls

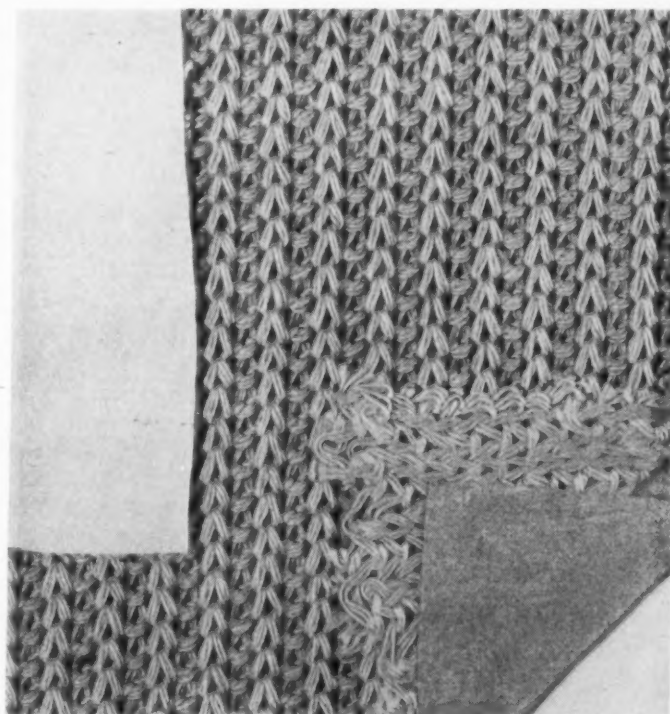
Although practically any type of vinyl fabric can be used in producing the three-part laminates, best results are achieved with vinyls specially calendared for outerwear use and possessing resistance to

cracking in cold weather. Virtually any thickness of urethane foam can also be employed but as a practical matter urethane foam one-eighth inch in thickness is preferred. Thicker foams would produce a garment that would be too bulky.

There is no restriction too on the types of knitted materials which can be used or on the fiber content of these fabrics. Textilfoam has worked with a wide range of bulky knit constructions as well as fine gauge jerseys of cotton, wool or acrylic fibers or blends of natural and synthetic fibers. The results have been uniformly favorable. However, some processing problems have arisen with knitted fabrics that have been treated with certain types of silicones. Apparently, these silicones make it impossible to obtain a firm, lasting bond between the knitted cloth and the urethane foam.

How It's Done

The method employed by Textilfoam in creating the
(Continued on Page 30)



Sample of knit and vinyl faced fabric with urethane foam inner layer. Top left, reverse vinyl face; bottom right, the three fabric layers exposed.



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Textured Yarn Developments

Features Of New British Yarn Modification Processes

HAWICK, Scotland — Two of the main developments which have occurred in the British yarn processing trade in recent months are the introduction of the E.P.1 friction twist machine for producing false-twist nylon, and the intense promotion of the Astralene-C process. Up to now, precise details of both developments have been hard to come by, but information has been released about the E.P.1 unit, and certain unofficial reports have described the principle underlying the Astralene-C bulking and relaxing process.

In conventional false-twist machines the speed of production is decided by the mechanical limitations to the rotating speed of the twist head. The first models rotated at about 20,000 revolutions per minute. This enabled yarn of 70-denier to be processed at about 25 feet per minute. Recent work on improving the speed of the twist heads has enabled operating speeds of up to 140,000 revolutions per minute to be claimed. But a second drawback to the conventional system of producing false-twist yarns has now cropped up. The original contact heaters, which were usually about one foot long, were sufficient to set yarn being processed at speeds of up to 60 feet per minute. However, higher speeds have made it difficult to set the yarn satisfactorily, particularly when heavier denier yarns (above 60-denier) are being processed.

The principle underlying the E.P.1 machine was developed by British Nylon Spinners Ltd.'s engineers to overcome first the twist head difficulty. To do this they produced a friction twist head to replace the normal head. This friction twist device operates by rolling the yarn against a transversely moving surface. The B.N.S. engineers used a rotating tube just over an inch long. The inside diameter of the tube was $\frac{5}{8}$ -inch. The yarn being processed makes contact with the extremities of the inner side of the tube which are elastomer lined. As the yarn passes through the tube its path is changed through 180° ; the yarn enters and leaves at an angle of 85° to the axis of the tube. Thus relatively high twist can be imparted by the tube which is itself rotating at a comparatively low speed.

B.N.S. says that with a yarn speed of 300 feet per minute, the tube need rotate at only 3,700 revolutions per minute, the twist depending on the gear effect occurring between the elastomeric ends of the tube and the yarn.

The peripheral speeds of the yarn and the friction surface are not equal as might be imagined; there is an optimum rotational speed for a given yarn speed which produces the greatest amount of twist. The relatively low rotating speed of the friction twist head makes possible, without any mechanical snags, production speeds as high as 1,000 feet per minute. But at such speeds, difficulties arise with the heating of the yarn, and conventional types of heaters are not efficient in producing a satisfactorily set yarn.

A special two-zone heater has been designed to overcome this trouble. The new heater has one zone, through which the yarn first passes, which operates at a temperature above the melting point of the yarn. The yarn does not touch the heater but is heated by the hot air and by infra-red radiation. The yarn moves through this first zone in a fraction of a second (about 0.25 seconds), passing into the second zone of the heater which actually occupies about two thirds of the length of the component. The first zone boosts the temperature of the yarn quickly to a point where its surface temperature is (for a nylon yarn) 220°C and its core temperature about 15°C less. In passing through the second zone, the yarn has its temperature equalized throughout its structure and the molecular rearrangement takes place.

Although the overall length of the two-zone heating unit is only two feet, the combination of this component with the new type of friction head permits false-twist processing speeds up to ten times faster than conven-

tional to be used. Doubling of the processed yarn can be done on the same unit by the fitting of a doubler and by processing yarns with opposing twist through the same heater, then winding them together by means of a ring and traveller.

Already many of the leading throwsters in Britain have installed these E.P.1 units, which are being built by Hobourn Aero Components Ltd., under licence from B.N.S. Ltd.

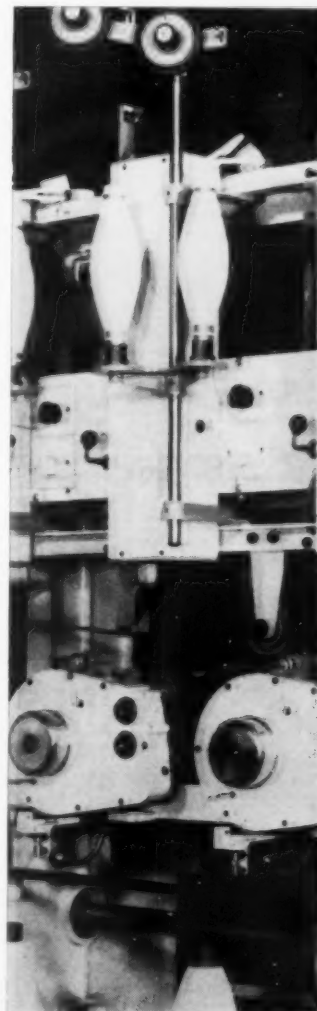
Details about the operation of the Astralene-C bulking and stabilizing process, which was developed by Cheslene & Crepes Ltd. and the Scragg Group, have not been released officially. Like many of the British companies which have now developed their own methods of producing what are basically false-twist and stabilized yarns, the developers of the Astralene-C process refuse to disclose the principle by which the yarns are processed. All British licensing rights to the Astralene-C process have been taken up by Imperial Chemical Industries Ltd., and now yarn processed by this method in Britain is called Crimplene. However, the Scragg Group is said to have reached advanced stages of negotiation with some U.S. companies for the establishment of licences in North America.

The Astralene-C process has been described as being a post-treatment technique to diminish the stretch properties of the false-twist yarn but retain the bulk in varying degrees. It is applicable to both polyamide and polyester yarns. According to unconfirmed reports, the method used is said to be as follows:

Yarn being processed is 20-percent over-fed through a tank heater to pass through a twist head. The heater raises the temperature of the yarn and the twist head imparts twist above and countertwist below its position. Thus, once it has passed through this first twist head the still hot yarn is virtually a conventional false-twist yarn.

Positioned on the yarn path quite closely to the first twist head, there is a second twist head rotating in the opposite direction. This has the effect of exaggerating the counter twist on the delivery side of the first twist head. In other words, the yarn is first twisted at high temperature, then, while still hot, it is countertwisted to a greater extent. The yarn is next passed through a suction tube which exerts a cooling effect and finally taken up on a dyehouse package.

This explanation of the Astralene-C process, while not
(Continued on Page 32)



Equipment used in E.P.1 friction twist machine.



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Children's Knitwear Fashions From Abroad

Sweaters, Ensembles With Stitch And Color Interest



The charming cardigan, at left, has cuffed short sleeves and a flat knit yoke to contrast with the diamond patterned body.



A deep border with rick rack contrast trims the suspender skirt of the two-piece outfit, below. The button-front jewel neck sweater echoes the motif at sleeves.



A sloping shoulder look is suggested in the tri-color slipover, above, by the use of a dark yoke continuing into the sleeves and augmented by a white striping.



The scoop neck popover and jewel neck slipover combination, above, feature reverse color themes in body and trim. The outer sweater is designed along straight lines.



The slipover dot motif of the white yoked turtleneck pullover, at right, is echoed in the matching skirt, which also is bordered by a whimsical duck design. White and self-ribbing trim the long-sleeved sweater.

For the complete costume look, the cap-sleeved model, below, pairs with its own cardigan. Both are striped in white and banded above the hem with jacquard patterning. The U-necked jumper is softly gathered.





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3753

Ladies' & Misses'

Describes Demand For Ban-Lon Fall Sweaters

BIRMINGHAM, Ala.—Ban-Lon sweaters are expected to continue important for fall in moderately priced goods, it was pointed out by G. V. Shurbet, manager of Todd-Witte Dry Goods Company, this city.

Mr. Shurbet pointed out an increase in demand for women's and children's cardigans, which have been gradually replacing pullovers to capture the lion's share of the market.

He noted, however, that pull-overs with V, rather than boat, necks should continue to dominate the men's sweater field. Brushed lamb's wool and Orlon will be popular for men, he said, in subdued colors. Favored retail price range is \$4.98 to \$8.98.

Heavy Orlon bulkies and brushed wool treatments will dominate the sweater story at Todd-Witte in cardigans for infants, children, misses and ladies in the fall, Mr. Shurbet explained.

White is expected to lead the feminine market, followed by soft pinks, blues, lavenders and gray in novelty knits. Retail prices range from \$7.95 to \$12.95.

Orlon Knits Promoted For Larger Size Women

SYRACUSE, N. Y.—“Don't Shy Away From Wonderful Knits Just Because You Wear Size 20” captioned a recent newspaper ad of Flah & Co. featuring two Kimberly numbers, a two-piece costume at \$49.98, and a one-piece button-front model at \$45.

Copy advised readers that these versatile Orlons would “keep their shape as well as yours” whether the size was 12 or 20, that they “loved to travel without a wrinkle” and were, “of course, washable.”

According to Molly Brautman, Flah's sportswear buyer, the featured numbers are very much in demand by women whose work or interests take them on long or frequent trips to other parts of the world.

“We recently sold seven knit dresses to a customer leaving for an extended vacation in Europe,” reports Miss Brautman.

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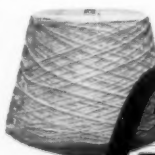
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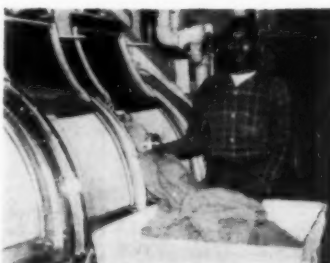
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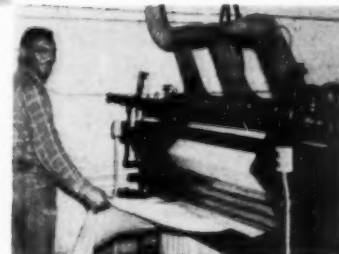
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Ladies' And Misses'

Braemar Styles Diverse Fall Line In Cashmere, Lamb's Wool, Shetland

By DORIS DIAMOND

Interest in the fall collection by Braemar Knitwear Ltd. is divided between one- and two-ply cashmere and lamb's wool and Shetland. Uncluttered styling, which lends itself well to sports, daytime and dress up wear, appears to be the rule throughout the range. American designer Clare Potter is responsible for several of the numbers.

Among the most interesting of the cashmere delineations are truly casual-minded numbers, which complement the range of soft dressmakers in this composition. Noteworthy achievements have also been realized in tailored to dressy sweaters of Shetland, a departure from the big and bulky or brushed models with which this yarn has been popularly associated.

Braemar, which maintains its New York City offices at 1407 Broadway, strikes its most distinctive note in an exquisite and broad color palette. There are

some two dozen high fashion shades in the opening fall cashmere range and another 15 or so in lamb's wool.

The cashmere group includes varying blues from Bermuda and star through royal, petrol and midnight; a no-color green called lake stone, as well as moss; lemon, gold; two shades of brown; and variations in the pink through red family which start with the beige-influenced pink champagne and include scarlet and bright claret. Gray and sand are also represented.

Shades available in lamb's wool are sandalwood, chocolate, claret, sapphire, pink, light clover, bottle green, turquoise, new red and the so-called ancient tones of moss, blue, green, violet, heliotrope and red.

Sweater lengths, as a rule, are about 19 or 20 inches and bracelet sleeve lengths are favored. Ample decorative atten-



Braemar uses a tri-tone tweed mixture for its collarless cashmere slip-over with solid rib trim. Right, shorty Shetland jacket by Braemar is edged in one color of the three-shade tweed body.



tion is paid to interesting collar and neckline treatments. A great deal of novelty importance is attached to trims of self-color in contrasting stitch or fabric and subdued contrast coloring. There are deeply ribbed slim knit cashmere and lamb's wool skirts which give the effect of narrow pleating and coordinate with sweaters.

Among the two-ply cashmere offerings in the collection is a twin set consisting of a very short-sleeved solid bateau neck slipover and a two-tone cardigan. The latter, which also is available alone, comes in a honeycomb textured brick pattern.

Also in the two-ply yarn are
(Continued on Page 13)

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models with subtle flat self-patterning, rick rack bordering and raglan sleeves for high square neckline and heavy ribbing. The appeal of another cardigan is created by white knit trim above sleeve hems and bordering the neckline, where a bow is formed. Background colors here are charcoal, navy, royal, kilt green and brown.

In single-ply cashmere are such novelty cardigans as a V-neck treatment with fancy lace stitch on the collar and a Peter Pan collared model. Attractive slipovers include a raglan sleeve number with gros grain textured self-color trim down the front and at pockets and sleeves. There is also a V-neck cardigan with gros grain at front and around the hem.

Neckline Novelty

Other slipovers attain charm through roll, mock turtle or turtle necks, four-button plackets and lacey but opaque stitch constructions and versatile scarf in two colors against a solid ground. Rather in a dressy genre is a slipover with slightly V-ed scoop neck and knit bow trim theme, which may be worn fore to aft. The more casual side of the coin is represented by a slipover with high collarless V-neck and three-button placket. The tweedy textured body is offset by solid rib trimming.

Shetland novelties include a squared off jacket in tweedy louvat blend of three colors. The round neck, button placket, sleeves and hem borders are in a horizontally ribbed solid knit which contrasts nicely with the popcorn stitch body. A double-breasted Shetland sweater boasts brass buttons, side tabs and a notched V collar treatment. There are also brushed collared cardigans and classics, among which is a cardigan with the ribbon at button placket on the outside.

Lamb's wool sweaters include a set consisting of a briefly sleeved pullover with high square neckline and a cardigan with notably notched ribbed shawl collar. Other cardigans come with Peter Pan collars, collared V-necks and ribbed shawl effects. There are collarless models of a round-necked jacket nature or with high V-necks.

Slipovers take well to gros grain banding, as on a jewel neck number; deep scoop neck-



Lamb's wool duo by Braemar combines ribbed shawl collared cardigan and square necked slipover.

lines with bows; three-button sweater-shirt styling; flat novelty banding, used on a round-necked slipover with a bit of a V-dip; and a cuffed square neck with two covered buttons. Vertical ribbing provides trim on the front of a slipover and cuff insets.

Braemar prices are cited as keeping in line with spring price lists. Cashmere classics wholesale at \$14.95 for the basic cardigan, \$14.05 for the clipped version, \$13.70 for the long-sleeved slipover and \$11.10 for the short-sleeved slipover. Dress-makers of cashmere run from \$11.88 to \$20.80. The lamb's wool range is from \$6.03 to \$10.17 and Shetlands are priced from \$8.10 to \$16.65.

Jantzen Doing Well With Knitwear Line In West

DENVER, Colo. — Business has been very good in knitwear, according to Wally Cole, Jantzen's Colorado sales representative. He estimates that his sales are approximately 40 percent ahead of one year ago. He has found that his buyers want quality and better priced merchandise.

In his men's line, Mr. Cole predicted that a medium weight bulky will be in high favor for the spring and summer months. Olive and gold will be in the spotlight along with other high fashion shades.

In the ladies' line, Mr. Cole feels that cardigans will be in the forefront.

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Ladies' Sweater Fashions From Abroad**Casual Lightweight Italian Tops For Spring, Summer**

A bare bit of two-toned trim bands the scoop neckline of the otherwise solid brief sleeved slipover, at left. Its silhouette is lean and easy, ideal for warm weather.



An easy and comfortable feeling is conveyed in the long, boxy slipover, below. The absence of sleeves and a boat neck enhance this light mood.



The solid button placket and neckline banding contrast sharply with the striped body of the widely scoop necked slipover, at right. Armholes are also edged in the dark hue.



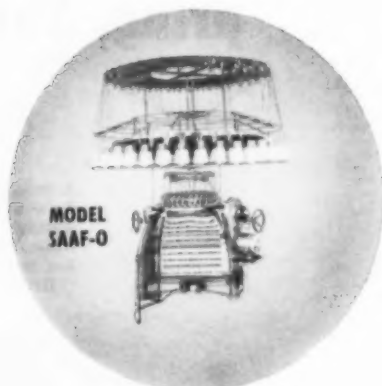
The short-sleeved mesh textured cardigan, above, is neatly edged at collar and button placket in a contrasting color. Narrow ribbing finishes hems.

A tailored variation of the simple scoop-necked slipover boasts crisp white banding at neckline and sleeves, a slim flat bow treatment.



The straight line cardigan, at right, is casually elegant and utterly simple in a waffle textured solid fabric. The ample rounded collar is set slightly away from the neck.



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Mill News

Greene, Levine New Principals Of Sargon

Irwin D. Greene, formerly active head and president of Savoy Knitting Mills, and Morty Levine, previously Savoy sales manager, have become principals of Sargon Knitwear Corp., according to Irving and Lenn Kasher of Sargon.

An important step in Sargon's expansion plans is the formation of Nashua Knitwear Corp. This firm will manufacture a line of knit shirts in boys' sizes three to seven and six to 20 and young men's sizes small, medium and large. Production is underway and a combined spring and back-to-school line should be ready shortly. Estimated weekly production is 1,600 dozen.

Mr. Greene is president of Nashua. Lenn Kasher is executive vice president. Mr. Levine is vice president and Irving Kasher is secretary-treasurer.

Knit Goods Corp. of America, which manufactures the garments now sold under the Sargon label, will continue in this capacity.

Corporate officers of Sargon are: board chairman, Mr. Greene; president, Lenn Kasher; executive vice president, Mr. Levine; and secretary-treasurer, Irving Kasher.

In line with the new expansion Sargon will move to larger quarters in 112 West 34 Street, where it is now located.

Another step in Sargon's expansion program is the addition of a collection of young men's fall sweaters. All sweaters and knit shirts will be shipped from the Sargon plant, now located in Perth Amboy, N. J.

Haney Manager of New McGregor Boys' Division

A new boys' wear division of McGregor - Doniger, Inc., called McGregor for Boys has been formed, it was announced by William N. Doniger, McGregor president. Andrew Haney, who was the firm's southeastern regional sales manager, has been named general manager of the new division.

He will be directly responsible for all sales activities and



ANDREW HANEY

will coordinate merchandising and production functions which will continue to be under the direct supervision of Jerome Kaplan, boys' merchandise stylist, and William Murphy, boys' production manager.

Mr. Haney has been with McGregor - Doniger since 1954 when he joined the company as a salesman. He will make his new headquarters in New York City.

McGregor has organized a new and separate sales force to handle the boys' wear market. Two new plants were built in Charleston and Waldon, Miss. The former is producing boys' shirts and the latter boys' outerwear.

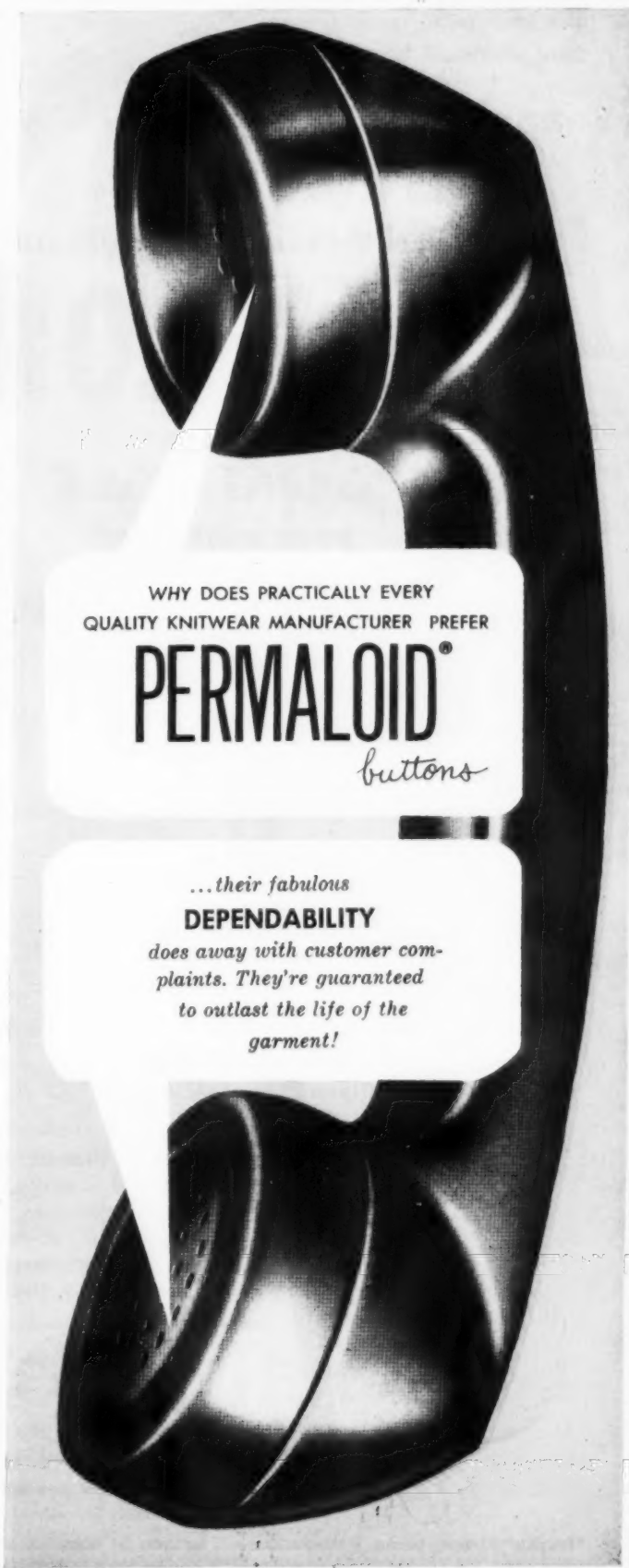
"Our new McGregor for Boys division is a major expansion by our company," said Mr. Doniger, "and will enable us to realize fully the enormous potential inherent in this prime segment of the male apparel market."

J. M. Bloomfield Joins Lampl Knitgoods Staff

CLEVELAND, Ohio — Joseph M. Bloomfield has been appointed to the knitgoods staff of Lampl Fashions, Inc., it was announced by Alex L. Siegel.

Mr. Bloomfield will be in charge of the firm's New York sweater and yarn departments at 1410 Broadway.

Before joining Lampl, he was associated with B. F. Goodrich Chemical Co. for four and one-half years in the Darvan promotion program for knitted outerwear. He has also worked in the textile engineering department of the Industrial Rayon Corp.



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1

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For your protection, all garments which are authorized to carry the famous "Ban-Lon" trademark must undergo and pass rigid testing for quality and performance

FACT

2

Skilled Technical Staff

The skilled technical-service staff of the Bancroft Company and its licensees is at all times ready to give you assistance and advice in carrying out your "Ban-Lon" program

FACT

3

Nation-wide Marketing Program

Thoroughly-trained marketing personnel continually visit stores throughout the country to acquaint merchandise managers, buyers and sales people with latest developments in the "Ban-Lon" program

FACT

4

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Mill News

Buckner-Howard Names Gould To Sales Position

Martin Gould has been named to the sales staff of Buckner-Howard & Co., it was announced by Dexter S. Howard, a principal of the firm. He will be in charge of the New York, New Jersey and Pennsylvania area, selling cotton, synthetic and blended yarns to the knitting, weaving, insulating and converting industries.

Mr. Gould had been with Hooker & Sanders Corporation for the past six years in a similar capacity. Previous to that, he was affiliated with Alexander Yarn Company.

World-Wide Joins With Knit Collar & Novelty

World-Wide Knits, Inc., and Knit Collar & Novelty Company, Inc., a subsidiary of Dubin-Haskell-Jacobson, Inc., have merged. The new company will use the name World-Wide Knits, Inc., and will be an affiliate of Dubin-Haskell-Jacobson, Inc.

Herbert Haskell was elected chairman of the board of the

new company and Stanley J. Garfinkel, president of the original World-Wide Knits, Inc., was named president. Other officers are: Murray Gruber and Richard Kahn, vice presidents; and David Steinberg, secretary-treasurer. Eugene Jacobson is president of Dubin-Haskell-Jacobson.

According to Mr. Jacobson, World-Wide has six factories in Manhattan and Brooklyn turning out more than 50,000 dozen knit collars and cuffs per week.

Arthur P. Crane In New Post At Earl Partridge

MINNEAPOLIS, Minn.—Appointment of Arthur P. Crane as executive vice president of Earl Partridge, Inc., and Crane Distributing Co. was announced here by Maury Crane, president of the two firms. The Partridge company is a distributor of domestics and dry goods, and the Crane Co. distributes men's and boys' furnishings, including knitted outerwear.

Maury Crane also announced the appointment of Ervin London as vice president in charge of sales of Crane Distributing.

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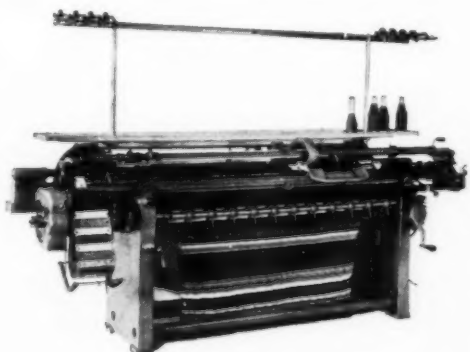
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Association News**Western District Holds Annual Meeting In Chicago**

Bud Patterson, left, of C. M. Patterson, general meeting chairman, and John Caron, Caron Spinning Mills, program chairman, meet to plan the annual conclave of the Western District of the Knitted Outerwear Manufacturers Association.



Three experts who participated in the Western District technical program on February 24 at the La Salle Hotel in Chicago. Left to right: Kenneth C. Bass, Jr., and Donald R. Bradley, Du Pont Company; and Victor J. Lombardi, Scott & Williams, Inc.



Getting into the spirit of camaraderie at the noon luncheon held by the Western Association group, Joseph Mann, right, of Royal Knitting Mills, pours a cup of coffee for his companion, Jim Kemper, Kemper Knitting Mills.



Sampling appetizers before the Good Fellowship Dinner is a Wisconsin trio. Left to right: Joe Cohn, Reliable Knitting Works, Milwaukee; Herman Schorrak, Imperial Knitting Mills, Milwaukee; and John Fentz, Zwicker Knitting Mills, Appleton.



At the dinner are, left to right: Jack Hager, Reliable Knitting, newly elected District secretary-treasurer; Don Michelstetter, Imperial Knitting, first vice-president; H. L. Ashworth, business manager; E. A. Kalfahs, director; and Charles Reichman, editor, KNITTED OUTERWEAR TIMES.



The "Knitted Outerwear Society for the Preservation of Barbershop Singing" gets an able assist from members of the Western District and guest participants in the annual meeting, who join Agnes, the strolling accordionist for a rousing melody.

IMPORTANT FACTS YOU SHOULD KNOW



ABOUT THE "BOOK OF THE YEAR FOR KNIT GOODS"

LEADING KNIT GOODS EXECUTIVES PRAISE THE "YEARBOOK"

DAVID A. CHURCH, DAVID A. CHURCH CO., INC.,
New York, N. Y.

"Our experience has been that the 'Knitted Outerwear Yearbook' is especially valuable to our industry, not only as a Directory but, also, as a Reference Book . . . enabling us to progress with the various changes and improvements that occur constantly in Knitted Outerwear."

L. G. KAPLAN, MAYFLOWER KNITTING MILLS,
Brooklyn, New York

"Our industry methods, machinery and raw materials have exploded to such proportions that the 'Yearbook' is a 'must' for all executives connected with the Knitted Outerwear Industry."

JERRY FRISCH, H. E. FRISCH KNITTING MILLS CO.,
Cleveland, Ohio

"... The one and only publication devoted strictly to our industry that can be used not only for a customer list, but more important, a supplier reference."

LEADING KNIT GOODS SUPPLIERS PRAISE THE "YEARBOOK"

IVER A. ROLFE, MORGAN DYEING & BLEACHING CO.,
Rochelle, Ill.

"We honestly feel that there is no other publication we could use that would place our advertising program before the entire field of knitters making outerwear items. The 'Knitted Outerwear Yearbook' with its vast circulation and the interest in it by our entire trade is invaluable to us."

F. K. FOGLEMAN, TEXTILE MACHINE WORKS,
Reading, Pa.

"Because the 'Knitted Outerwear Yearbook' is the tool of the industry, we believe that our advertising in this publication reaches the prime market for new equipment."

KARL MARX, ROBERT REINER, INC.,
Weehauken, N. J.

"... A well-edited publication with ample editorial content to satisfy the needs of all sectors of the field it covers. Its coverage deserves highest praise."

SIDNEY EMSIG, EMSIG MANUFACTURING CO.,
New York, N. Y.

"It is read and studied by the majority of creative and important producers of knitted garments. With such readers as a target, we can take dead aim at a market that returns a good volume of desirable orders."

EUGENE CROSS, JR., CROSS COTTON MILLS,
Marion, N. C.

"The 'Knitted Outerwear Yearbook' reaches all of our customers in the field and we know that this is one publication which they all keep and refer to often."

MORRIS PHILIP, PHILIP KNITTING MILLS,
Bronx, New York

"It is the only publication with such thorough and pertinent technical information."

LEON MESSING, MESSING KNITWEAR CO.,
Long Island City, N. Y.

"An extremely valuable directory, since it is a 'Who's Who' of suppliers in the Knitwear Industry."

ED KALPAHS, JERSILD KNITTING CO.,
Neenah, Wisconsin

"An indispensable work book for our entire organization... we use it as a standard reference tool year-round."

BERTHAM E. GREEN, REVERE KNITTING MILLS,
Woburn, Mass.

"Most valuable because it concentrates its entire editorial matter on problems pertinent to our industry--and is written in clear, concise and easily understandable language."

GEORGE VARGISH, VARGISH KNITWEAR CO.,
Union City, N. J.

"Our entire Management Staff uses it as a 'Bible' for all their sweater problems."

THEODORE BLUM, PANDORA KNITTING MILLS,
New York, N. Y.

"I consider the 'Knitted Outerwear Yearbook' the most authoritative and practical service book for the knitgoods executive. We use the 'Buyers' Guide Section' very often."

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"It is a unique medium for repeat impressions of our basic messages with all management levels of this dynamic segment of the apparel trades."

V. T. HARTQUIST, JEFFERIES PROCESSORS, INC.,
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"The 'Knitted Outerwear Times' constantly maintains its leadership with timely articles. The 'Yearbook' of the 'Knitted Outerwear Times' presents a review of new styles, new knitting techniques, new methods for dyeing and finishing and presents up-to-date facts on raw materials, which is used as a reference book by our customers and ourselves throughout the year."

JOHN CARON, CARON SPINNING COMPANY,
Rochelle, Illinois

"Our advertisements in the 'Times' and the 'Yearbook' have been money well spent . . . because most of our customers and potential customers read them."

AL WEINBERG, BANNER YARN DYEING CORP.,
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Roselon Yarns, Inc.
Rose Mills, Inc.
Roseclaire Knitting Mills, Inc.
Rosenthal & Rosenthal, Inc.
Rothkopf, Mac M., & Co., Inc.
Royal Yarn Dyeing Corp.

Saftlas Knitting Mills, Inc.
Sandi Fabrics, Inc.
Sandoz Chemical Works, Inc.
Schaeffer, Louis F., Co.
Schwartz, Nathan & Sons, Inc.
Scott & Williams
Service Knitting Mills, Inc.
Sesom Knitting Mills, Inc.
Sklar Textile Waste Corp.
Southern Mill Equipment Corp.
Spaulding Fibre Co.
Speizman, Morris, Co., Inc.
Spinning Mill Lucien Paul
Standard Knitting Mills, Inc., The
Steven Knitting Mills, Inc.
Stevenson's (U.S.A.) Ltd.
Stickley, John L.
Stonehill Knitting Machine Corp.
Stop-Motion Devices Corp.
Stretch Fabrics, Inc.
Suffolk Knitting Company
Sunrise Knitwear Co.
Supreme Knitting Machine Co., Inc.
Supreme Skein Dyeing Corp.
Supreme Synthetic Dyers, Inc.
Sussman Yarn Co.
Sylvan Knitwear Mills, Inc.

Talcott, James, Inc.
Templeon Spinning Mills, Inc.
Texpak, Inc.
Textile Machine Works
Textured Yarn Company
Top Co., The
Tricoma, Inc.
Tubular Textile Machinery Corp.
Turbo Machine Co.
Twistex Co., Inc.

U. S. Blind Stitch Machine Corp.
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(Rimoldi)
Universal Dye Works, Inc.
Universal Winding Co.

Value Paper Box Co.
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Washmasters, Inc.
Waterman, Merrill, Largen
& Co., Inc.
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Weissman, Samuel, Inc.
Whitaker, Fred, Co.
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Knitted Outerwear Times

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Trade Education

PTI Recipient Of Two Stoll Knitting Machines

PHILADELPHIA, Pa. — A Stoll KAMO J automatic flat jacquard and one Stoll JBO hand flat machine have been presented to the Philadelphia Textile Institute by the Knitting Machine and Supply Co., Union City, N. J., representing H. Stoll and Co.

At presentation ceremonies at the college, Ernest Mathaler, manager, and Allen Van Anda, sales engineer, presented the machines. Bertrand W. Hayward, president, Richard S. Cox, dean emeritus, and Thomas Edman, head of the knitting department, represented the college.

Pekoma Course Started For Knitter Mechanics

PHILADELPHIA, Pa.—The Knitted Outerwear Manufacturers Association, Pennsylvania District, began a course last Saturday for knitting mechanics and senior knitters at the Philadelphia Textile Institute.

The course will be held on consecutive Saturdays until April 9th, from 9 A.M. to 5 P.M. It will cover classroom discussions and laboratory work on the setting up and mechanical operation of the different types of knitting machines used in the industry from hand flat to latest interlock.

It will include design possi-

bilities, control cards and chains and pattern wheel design set-up of the most widely used machines. Its aim is to give advanced training in knitting technology, according to Dr. Edward B. Shils, executive secretary of PEKOMA.

Professor Thomas Edman, head of the PTI knitting department, is instructor in this program.

Obituaries

T. A. Susen, 68, Retired Head Of Phoenix Dye

MISSOULA, Mont. — Theodore A. Susen, 68, died at his home on a ranch near this city on February 24. He had been president of the Phoenix Dye Works, Chicago, Ill., from 1920 until his retirement in 1950.

Burial services were held in Missoula, Montana.

According to family reports, Susen suffered during the last few years of his life from multiple sclerosis and Parkinson's disease.

His survivors include: his wife, Loretta; two sons; and a daughter, Mrs. Mary Huber. One of the sons, John, represents Phoenix Dye Works in New York; the other, Roddy, is manager of the firm's plant in Cleveland. Also survivors are three brothers, Ben, Fred and William, who is president of Phoenix Dye Works.

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Presentation ceremonies of a Stoll KAMO J automatic flat jacquard and JBO hand flat machines at the Philadelphia Textile Institute by H. Stoll & Co. Attending were from left: Ernest Mathaler, manager, Stoll; Bertrand W. Hayward, PTI president; Thomas Edman, head of the PTI knitting department; Allen Van Anda, Stoll sales engineer; and Richard S. Cox, dean emeritus of the college.

Boys' Wear**Donmoor Offers Continental Look**

The Continental influence is evident in the Donmoor-Isaacson, Inc., spring collection of boys' cotton knit sport shirts. Some knit back terry is also incorporated in the line.

Convertible collars, boat necklines, and portofino treatments, inspired by Italian sailor garb, are prevalent. Some V-necklines are also important. Olive, gold, marine blue, red, white and black are the emphasized colors.

In the one to four size range a convertible collared cotton knit number, retailing at \$1.98, is emphasized. This short-sleeved textured garment has a small diamond pattern. The neckline has two-button trim. The cuffs and placket are in a contrasting color. The collar is contrast striped.

A crew neck cotton knit pullover in a textured mesh stitch is offered in the same size range. This shirt has contrasting color trim around the neckline and short sleeves. A \$1.79 retailer, it has a railroad train motif at



Cotton knit "Portofino" is featured, left, in a textured knit with contrasting striped inset at the neckline. A textured surface recurs in the convertible collared number, center. Boat neck styling is highlighted in the horizontally striped cotton knit pullover, right. All three shirts are by Donmoor-Isaacson.

front, snap and loop shoulders.

A sleeveless V-neck cotton knit pullover, has contrasting

color ribbed inserts at the sides.

Contrast striping edges the neckline. The shirt retails for \$1.79,

and is offered in sizes three through seven.

(Continued on Next Page)

The Clay that was shaped by leathernecks . . .

E. CLAY TIMANUS

Clay was made of the right stuff — and served three years with the Marines in World War II.

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A boat neck model with three-quarter push-up sleeves is available in sizes six through 20. The garment has two-tone vertical stripes created by anchor designs. The shirt is offered in black with gold, olive and white. It has side vents, and retails for \$2.50.

Portofinos are starred in the six to 20 size range. They are offered in both textured cotton knit as well as knit back terry. One textured knit Portofino, has a horizontal variegated striped insert in the front. It also sports an anchor motif on the right sleeve.

Men's Wear

December Shipments Of Men's Sweaters Up 11%

WASHINGTON, D. C.—Weekly average shipments of men's sweaters for the five-week period ending January 2 showed an 11 percent increase over December, 1958, shipments, but were down 44 percent from November, 1959, according to the Commerce Department.

In December of last year, 42,000 dozens were shipped on an average weekly basis as compared to an average of 38,000 dozens moved per week during the like period of 1958. In November, 1959, however, 75,000 dozens were shipped on an average each week.

Men's Orlon Boat Neck Receives Heavy Stress

ALBANY, N. Y.—Steeffel's men's wear store reports considerable interest in a version of the men's boat neck sweater.

The pullover is styled with



Light two-tone stripes run horizontally on this collar and placket sport shirt. The short sleeves and straight hem are ribbed.



A pair of wide horizontal stripes run the width of this mesh textured pullover. The collar and placket echo the contrast coloring.

wide panels of olive, brass or charcoal gray combined with white and black. It is featured in 100 percent Orlon.

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- ▶ Special financing for machinery purchases and plant expansion.
- ▶ Financing services based on specialists' knowledge, from a house that has served knitted outerwear manufacturers, their customers and suppliers since 1808.

Knitted outerwear manufacturers use Iselin financial services to help themselves obtain a higher net return on their capital than their industry averages as a whole.

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Yarn Suppliers

3 New Yarn Sales Companies Formed

Arthur J. Moher, Edward L. Merritt, Jr., and C. Joseph McAlaine, recently associated in yarn sales as Moher & Co., have announced the organization of three companies.

Arthur J. Moher and Arthur Keefe Moher have formed Moher Associates with headquarters at 44 Washington Street, Wellesley Hills, Mass. Moher Associates will represent The Aldon Spinning Mills Corp., The Duplan Corp., for the outerwear trade, Federal Spinning Corp., the Yarn Sales division of Holyoke Fabrics, and Palmetto Worsted Mills. Areas to be covered are the New England states, upstate New York, the Cleveland district and California.

Edward L. Merritt, Jr., has formed Merritt Company at 40 E. 34th Street, New York City, to represent The Aldon Spinning Mills Corp., The Duplan Corp., for the outerwear trade, and Palmetto Worsted Mills. Representation will be for metropolitan New York City and

Brooklyn. Wm. C. Schmidt and H. Meade Freeman, Jr., will be associated with the Merritt Company.

C. J. McAlaine has formed a company of the same name at One Highland Avenue, Bala-Cynwyd, Pa., to represent The Aldon Spinning Mills Corp., The Duplan Corp., for outerwear trade, and Palmetto Worsted Mills in Pennsylvania, including the Philadelphia district.

Chicago Yarn Club Adds 7 Members To Roster

CHICAGO, Ill. — The Chicago Yarn Men's Club added seven new names to its membership roster at its recent membership meeting.

New members include: V. G. "Babe" DeGryse, Phoenix Dye Works; W. Warren Seidel, Walter Seidel Co.; William J. Byrne, C. M. Patterson Co.; John W. Tuttle, Percy A. Legge; David Swain, Jr., and Paul Sweetser, David Swain Co.; and Harry Loeffgren, Morgan Dye & Bleach Co.

The date of the 1960 Summer
(Continued on Next Page)

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Golf Outing was also confirmed at the meeting. It will be held June 16 at the Elmhurst Country Club, Elmhurst, Ill. George Veness, Frank & Veness, was named general chairman of the event.

The next meeting of the group will be held Monday, March 21, at the Union Club.

Officers of the Chicago Yarn Men's Club are: James Smith, Standard-Coosa-Thatcher Co.; George Veness, Frank & Veness, vice president; Milton J. Glasenberg, Textile Yarn Co., secretary, and Carl M. Patterson, C. M. Patterson, treasurer.

Durene Group To Publish Trade Newsletter Series

Durene Association of America will publish a series of trade newsletters dealing with significant trends in the quality cotton industry.

Jack T. Leonard is editor of the newly-developed publication series.

Titled "Wales and Courses," the newsletter will be circulated to 5,500 manufacturers, designers, wholesalers and retailers of quality cotton merchandise.

Swimwear

Lee Reports Record Sales In Knit Suits

New sales records are being established in knitted swim suits at Lee Swimwear, according to Tom Levy, general sales manager of the firm.

He described as particularly well-received tank styles and combinations of striped tops and solid tomboy legs.

Orders are running 40 percent ahead of last year, Mr. Levy said, explaining that all sizes and age groups, from toddlers through extra large ranges, are contributing to the sales high.

Sub-Teen Collection

He pointed out, however, that it is the sub-teen collection in particular, called TAB, that leads the rest in establishing new records.

The style array in this range is 35 percent larger than in previous years.

In view of the upsurge in birthrate, Lee plans to cater even more to the constantly growing size 10 to 16 market.

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Knit Yardgoods

Knit-Vinyl Face Laminated Cloth

(Continued from Page 3)

three-way bond is a closely guarded secret. It is understood, however, that the procedure does not vary significantly from the technique used to laminate knitted fabric to urethane foam without a third material. As in the latter case, the method involves a combination of dry heating, pressure and cooling. The operation is performed in two steps. Basically, here is how it is believed to be done:

1. The urethane foam is heated until it becomes tacky.
2. Then the knitted fabric is applied to the tacky side of the foam and bonded to it by roller pressure.
3. The cloth is then reversed and the other urethane side is heat-treated until tackiness is achieved.
4. The vinyl fabric is adhered via pressure to the tacky foam.
5. The three-part laminated

fabric is allowed to cool gradually. Cooling actually determines the firmness of the bond. The longer the cooling period, the stronger the bond.

No adhesives whatsoever are used in welding the vinyl to the urethane foam, a method of fabric bonding that is widely employed with conventional knit-backed vinyl materials.

Some Shrinkage

In effecting the three-way lamination, some knit fabric shrinkage occurs. However, it is somewhat less than the amount of shrinkage that is encountered in laminating knit fabric solely to urethane foam. Test runs at Textilfoam indicate that the running shrinkage loss on knitted fabric is in the neighborhood of three percent.

The vinyl-urethane-knit fabrics are being turned out at Textilfoam in up to 54-inch widths. Knitted cloth sent to the company for the vinyl-foam sandwich laminating must be steamed, framed and set with a fairly firm hand. The cloth may be shipped in tubular form or slit to the open width ready for processing.

Since vinyl fabrics are not generally stable to solvents, dry cleaning of garments made of knit-backed, foam-filled vinyl fabrics is not recommended. The garments, however, are washable.

Stretch Offers Cotton, Textured Nylon Terry

A new stretch terry cloth has been developed by Stretch Fabrics, Inc. New York City. The new cloth is made of 60 percent cotton and 40 percent textured Chemstrand nylon. The fabric, which has the traditional terry hand and stretches in two directions, has a cotton face and nylon backing.

Terry stretch cloth will appear in retail stores soon, according to Milton Hinkis, president of Stretch Fabrics. The cloth will be incorporated in infants' crawlers, jumpers and sleepwear items.

The new terry is expected to be particularly important in infants' wear because the stretch feature will allow longer wear of crawlers and other garments as the child grows in size. It is said that the cloth will neither

bind nor chafe.

Stretch terry will be helpful to the retailer, according to Mr. Hinkis, because it will lessen the inventory problem. Stores will be able to stock considerably fewer sizes but will be able to carry larger selections of colors and patterns.

The new fabric is being made in a variety of colors in addition to white, including turquoise, pale yellow and pink.

Elect Patti Tossy Queen In Annual Allen Contest

Patti Tossy, a dark-haired model from Lansing, Mich., won the title of "Redmanized-Acrlan Queen of 1960" at the annual contest sponsored by Allen Knitting Mills, Inc., on February 24 at the Stork Club in New York City.

The announcement was made by Harry F. Goldman, president of Allen. Miss Tossy will represent the company in its 1960 program of advertising, promotion and public relations.

Miss Tossy, whose measurements are 34-23-35, was one of 15 finalists in the contest. Runners-up were Sarah Tal, Jean O'Neil and Margo Martin.

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Synthetic Fibers

Fiber Industries Names Polyester Fiber Fortrel

The trademark Fortrel has been chosen for the polyester fiber to be produced by Fiber Industries, Inc., and marketed by Celanese Fibers Company. It replaces the name Teron, which had been tentatively selected earlier.

According to Peter H. Conze, vice president and director of marketing for Celanese, apparel made of Fortrel yarns will be on the market for the first time in the spring of 1961. The fiber is expected to find widespread applications in fabrics for men's, women's and children's apparel, and also in industrial uses.

The Fiber Industries plant at Shelby, N. C., will be brought into production in stages, with the first unit, which will produce staple, scheduled to be operating by mid-year. Fiber Industries is jointly owned by Celanese Corporation of America and Imperial Chemical Industries Limited of Great Britain.

Air Reduction Co. Names Spitzli, Gernt To Staff

Donald Hawkes Spitzli and Edmund J. Gernt have been appointed to the consulting staff for the fiber department of Air Reduction Chemical Company, it was announced by Richard D. Wells, manager of the department.

Both men will join the group which is evaluating U.S. markets for vinyl polyvinyl alcohol fiber.

Mr. Spitzli was formerly director of research for the Linen Thread Co. In addition to supervising research and develop-

ment on fiber products he served as chairman of the patent committee and manager of the Akron Plastics Division.

Mr. Gernt is an expert on yarn and fabric production, particularly throwing, weaving, and knitting. Most recently he headed yarn and fabric development projects at the Chemstrand Corporation. Earlier he was general manager of the Virginia division of Schwarzenbach-Huber.

DuPont Decreases Price Of 1.5 Denier Dacron

WILMINGTON, Del.—The price of 1.5 denier Type 54 Dacron polyester staple is reduced 10 cents a pound, effective with March shipments, the Du Pont Company announced on February 26. All other fiber prices remain unchanged.

The company disclosed also that the first unit of its new plant at Old Hickory, Tenn., will be ready to produce Dacron this spring. Initial production will be almost exclusively of the 1.5 denier product.

Under the new price, 1.5 denier Dacron staple will sell for \$1.26 per pound while the 3 denier remains at \$1.36 a pound.

Avisco Plans To Offer New Synthetic Fiber

PHILADELPHIA, Pa. — A new synthetic fiber, tentatively called RD 101 will be introduced by American Viscose Corp. sometime this year, officials of the firm disclosed.

Although details were not given, the new fiber is said to have characteristics totally unlike other synthetics. In addition, it can be blended with other synthetic fibers.

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Synthetic Fibers

Details Revealed Of British Processes

(Continued from Page 5)

official, appears to fit all the released data. These include the facts that the process is a single stage method, that it is fast, and that although for all practical purposes the yarn is non-stretch, there is a minute amount of residual stretch and torque.

If this report is true, the process is basically straight-forward superheating of the yarn followed by double false-twisting. It must be possible to produce a wide range of variations in the characteristics obtained in the yarn by altering the ration of twist between the heads, by varying the yarn speed during the process, and by changing the temperature.

Because of Astralene-C's low relaxation shrinkage during fabric finishing, it is possible to knit with a shorter loop length than is normal with conventional synthetic yarns. For instance, if a 21-gauge F.F. unit using a 4/75/48 polyester false-twist yarn knits at 14 courses per inch, the same machine

using an Astralene-C yarn would produce 18 courses per inch, about the same as if wool was being used.

Joseph Bancroft Names Two To Ban-Lon Staff

WILMINGTON, Del. —

Thomas E. Adamson and Janet Spang have been named to posts with Joseph Bancroft & Sons Co. as part of the expansion of the Ban-Lon program, it was announced by Dr. A. L. Lippert, vice president.

Mr. Adamson has joined the field service group and was assigned to knitted outerwear under the direction of Vernon Wheat.

Miss Spang, named a research home economist in the textile group, will be responsible for research activities in new fabric performance.

American Enka At New Site In New York City

The merchandising department and New York district sales office of American Enka Corporation, producer of rayon and nylon yarns and fibers, will be located at 350 Fifth Avenue, New York City.

WOOL—MOHAIR BLENDS

Spun in our own mill to your requirements

We would be pleased to quote you on your yarns
in any put-up — natural skeins, "frosted colors"
on cones or skein dyed cones

DAVIS YARN, INC.

370 Hart Street, Brooklyn 6, N. Y.

Glenmore 5-1600

A Leading Supplier of Knitting Yarns for Over 40 Years

Dyes & Chemicals

Leveling Agent Curbs Barré

BOUND BROOK, N. J.—American Cyanamid Company has developed a new leveling agent said to eliminate the striped or barré effects encountered in dyeing sweaters and nylon hosiery.

When used with neutral dyes, the agent, known as Calco Leveling Salt LV, is said to produce deeper, level, solidly dyed shades on nylon and on wool socks, yarns and fabrics. In addition, the soft hand of wool is claimed to be retained.

The new leveling salt is said to allow the colorant to dye rather than stain the cloth. As a result, shades may be matched by adding color in process.

Wets Out Fiber

As well as controlling the dyeing, Cyanamid's new leveling agent is claimed to wet out the fiber. It is said not to have an adverse effect on the fastness properties of the dyes used.

Cyanamid has also added three new Calcofast neutral wool dyes to its existing line of 10 colors, thus providing 13 neutral wool dyes from which a wide range of self or compound shades can be formulated.

These dyes are applicable to wool, silk or nylon and under suitable conditions to some acrylic fibers. This group of dyes is said to have good fastness and a relatively short drying process.

Calcofast neutral wool dyes are said to be particularly suitable for dyeing wool stocks, slubbing, tops, yarn and cloth; and silk noils, yarn and cloth. They are also effective for dyeing nylon

staple, tow, tops, yarn and cloth.

Many of the dyes leave cotton and viscose yarn and cloth virtually unstained; either white or contrasting cross-dyed effects can easily be produced. A few of the dyes stain cotton, viscose or acetate slightly and cross-dyed effects result. They are said to be non-dusting, wet readily and have good solubility.

Pure Yellow Shade

Calcofast Neutral Yellow R produces a bright, pure yellow shade. It is claimed to have good fastness to light. White effects can be produced on wool or nylon fabrics containing Arnel, cotton, Dacron, Orlon 42 or viscose.

Calcofast Neutral Red G, a true red, is supposed to be very good on wool and filament nylon and excellent on spun nylon. Acetate, Arnel and Orlon 42 remain virtually unstained. Dacron and cotton effects are lightly tinted but many cross-dyed effects can be produced satisfactorily.

A bluish-red shade which forms an excellent basis for wines, burgundies, maroons and garnet, called Calcofast Neutral Bordeaux 2B, is the third new addition. It is said to build up well on wool, silk, spun and filament nylon. It is also supposed to have good fastness on wool and excellent fastness on nylon.

Big Scale pH Meter By Analytical Measurements

CHATHAM, N. J.—Analytical Measurements, Inc., here has introduced a new concept in pH instrumentation, the Model 700 Big Scale pH Meter, a portable five-pound unit which facilitates the reading of pH values within .02 pH.

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in **ONE** process
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Simplifies the processing of sweaters and gloves made of wool, wool blend, fur blend and synthetics.

Two point economy:

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Tariff

Exclusion Of Knit Outerwear From GATT Negotiations At Geneva Urged

(Continued from Page 1)

Scottish mills selling in the American market declared that they would be ruinous to the interests of British producers. They did more than this. They damaged the cashmere market so badly that the entire cashmere sweater trade declined. All interested countries were adversely affected.

"Then the Japanese turned to zephyr and lamb's wool sweaters. The consequences were the same. In a short time there were scarcely more than three or four American producers attempting to continue the production of sweaters in these fibers. The Japanese are now exploiting sweaters made of fur blends first popularized by American producers. Figures are not available on imports by types of wool fibers or blends, but it may be assumed that Japanese fully fashioned sweaters of fur blend yarn are now approaching one-third of the total of such sweaters turned out by American pro-

ducers. The future of this type of garment has been rendered doubtful.

"In 1958 the Japanese Government recognized the destructive possibilities of their sweater exports in the American market by announcing that they would limit their export of wool sweaters to 260,000 dozen per year as the total to be shipped both to the United States and Canadian markets. This announcement was motivated, in our opinion, not by altruism; it was provoked by the realization that the prices of Japanese sweaters were so low in comparison to the American competitive garment that they contained the seeds of their own undoing and they found it desirable to impose the quota in order to avoid these hurtful consequences to themselves.

"What had happened was as follows: Japanese sweaters had struck the American market in (Continued on Next Page)

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Leaders in Fabrics For All Knit Goods

quantity in 1956 when their total exports of sweaters of wool, other animal fibers and blends amounted to 262,000 dozen. American producers who were making this type of sweater retreated from this competitive area, having no alternative. Ensuing events showed that retail interest in Japanese garments was keen only so long as American producers were offering a direct counterpart which the Japanese could undersell; but that when the American producers had to abandon this type of manufacture because direct Japanese competition proved intolerable, there was a lack of market promotion in that field, and the retailers themselves began to lose interest. It became apparent that the Japanese sweater was attractive to retailers so long as American producers were selling the same garment at higher prices. Their interest receded when American producers dropped the item.

Seen As Incentive

"It is our opinion moreover that the Japanese quota was intended as a sales incentive. It was aimed at making Japanese sweaters seem more desirable because of the export license limitation, as if they were hard to get. The Japanese figures for 1959 show, however, that the Japanese have breached their own quota. According to figures released by MITI from Tokyo, they have shipped a total of 276,283 dozen sweaters of wool and animal fibers and blends to the United States through October, that is, for the first ten months alone.

"When our Association recently protested against such action, the Japanese announced that they did not propose any increase in wool sweater exports in 1960. They also explained that the quota was intended as a limitation only on sweaters made entirely of wool and did not apply to those made of wool blends. This was startling not only to American producers but even to importers who were handling sweaters. It was contrary to the understanding that the quota was applicable to the category of sweaters on which the Japanese Government has for years been announcing monthly figures, namely, sweaters of wool, other animal fibers and blends. It is disturbing in-

deed to the market to learn at this late date that the Japanese Government permitted the understanding to prevail that the quota applied to the same class of sweaters as that on which they announced monthly export licensing, and then to learn that the Japanese Government was apparently keeping separate figures on certain types within that category and that the quota was intended to apply only to the latter, exempting wool blends. The figures on sweaters which were intended as they now say to be covered by the quota have, to our knowledge, never been made public. We have addressed certain inquiries to the Japanese Government through official channels, but have as yet received no reply.

"However one may interpret this action by the Japanese, it is significant here because it proves that the Japanese can increase their exports to the United States at will and that our tariffs on these classifications do not restrict such imports. The conclusion is obvious: There is no reason why any consideration should be given to the further reduction of these tariffs. It is also clear from the record that such a reduction could hardly be of any benefit to any other knitwear-producing nation but Japan. It could only inure further to the benefit of the Japanese, whose prices are low enough to have captured the gains previously made by other knitwear-producing nations in the American market.

In Other Categories

"The same situation as described above has its counterpart in Classification 3637 860, which is outerwear, knit or crocheted, wholly or in chief value of wool, not embroidered and valued over \$5.00 per pound and consisting of articles other than sweaters. And the same economic factors which apply to these major categories of wool knitwear also apply to all other knitwear classifications.

"Although American manufacturers under the impact of Japanese competition have largely retreated from the field of wool sweaters and have taken refuge in the opportunities afforded by the new synthetic yarns, the Japanese are on the point of invading that area, too.

(Continued on Next Page)

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Send for operating details of Model UO/AE. This new machine offers all features of famous Bentley-Cotton Model UO/D, now fully automated.

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The chief fiber used in sweaters today, in contrast to the situation before 1955, is acrylic. Whatever gains have been made by the industry have been made in the field of these synthetic fibers. But information from Japan indicates that the Japanese are now producing acrylic fibers, and yarns made of these materials are today available to their knitwear producers. Japanese sweaters made of acrylics have already appeared on the American market at prices sharply below American levels of comparable articles. Having already experienced the effect of Japanese competition in wool types of knitwear, we know on the basis of actual experience how serious is the injury threatened by the new appearance of Japanese acrylic knitwear.

Acrylic Fiber Knits

"With respect to synthetic knitwear, duties have already been substantially and successively reduced in Classifications 3840 110 and 3927 300. During the years while the world production of synthetic fibers used in knitted outerwear was limited almost entirely to the United States, such reductions were of no serious consequence. The situation today, however, is different in the light of the new developments cited above. The American industry should not be further exposed to such competition in the field of synthetic fibers; and certainly not now before the full price advantage of Japanese acrylic and other synthetic knitwear can be fully assessed in the light of the rising production of new fibers in Japan and the consequent efficiencies and price reductions that are bound to result in new fiber production there.

Situation Serious

"A comparison between the total sweaters imported into this country from abroad and the total domestic production understates the seriousness of the situation for the American industry. Virtually all imported sweaters are of a distinct type. They are fully fashioned. The true lines of competition are to be drawn and the effect measured on the production of sweaters of the same type in the United States. No figures are yet available on the total production of full-fashioned sweaters in the United States. The

Government fact-finding agencies have never undertaken such a survey. We are now for the first time attempting to compile such data. It is our estimate that fully fashioned sweaters of all types amounted in 1959 to no more than 2.5 million dozen. It is these that bear the brunt of foreign competition. Such growth as the industry has in recent years shown has not been in the field of wool, and there is no likelihood of a substantial revival in the use of wool in the American knitted outerwear industry so long as foreign competition in wool knitwear continues in the same volume. American progress has been made in the field of synthetics—and it is in this field that the threat parallel to the injury actually wrought in the wool field is now posed.

"Comparison between imports and domestic production must also be made in the light of the following considerations: What the figures do not show is that foreign imports are largely in staple and classic types, not styled. The American producer, to avoid such competition, has had to yield ground in the production of such garments and has had to concentrate more fully on highly-styled garments. This has produced serious production disturbances and difficulties that will become apparent upon consideration of the following:

Shift In Types

"Five years ago or more, the production of classics represented perhaps 70 to 75 percent of the industry's production. Styled types represented the balance. The latter could not be produced far in advance of the season. The manufacturer in a seasonal industry could anticipate the seasonal needs more safely by undertaking early production of classic garments. Only after market preferences were sensed could he turn his productive facilities to the more hazardous production of novelty types. The risks are too great to undertake such production much in advance of the season.

"Now, in contrast to the foregoing situation of a few years ago, the proportions between novelties and classic garments have been reversed. It is estimated today that perhaps 70

(Continued on Next Page)

percent of the industry's production represents novelties, and 30 percent classics. The production of classics produced by foreign competitors account in no small measure for this revolutionary change and for the serious increase in production risks entailed for domestic manufacturers. American producers have naturally taken flight to novelties to avoid such competition. Foreign producers having to produce much in advance of the season and being sure of their price advantage can safely undertake early production of classics.

"All of this has caused an aggravation of difficulties for seasonal production like ours. When difficulties in determining consumer style preferences prevent early production of seasonal needs and the volatile fashion market makes advance production of articles with novelty appeal too hazardous, the loss of business in staples makes it necessary to confine a larger proportion of annual volume into a more limited portion of the year. The alternative is to assume the increased risks of producing styled merchandise in advance of the season."

Association Acts To Rid Market Of Retail Abuses

(Continued from Page 1)

ties will not be countenanced."

The Infants' and Children's Knitted Outerwear Division of the National Knitted Outerwear Association hit out strongly against advertising allowances in a recent full-page advertisement addressed to retailers. Text of the ad read as follows: "It is unfair under the Robinson-Patman Act to give one customer an advertising allowance or other discriminatory concession not accorded to all customers on proportionately equal terms."

"This is not only the law; it is also elementary fair play. Our customers are in competition with one another, too, and we do not want to grant a favor to one that is not comparably available to all. To do otherwise would be economically unsound. A buyer is free to press fairly and squarely for the best buy he can get. But every firm ought to pay its own expenses whether in

advertising or anything else.

"Despite the ethics, the law, and the economics of the situation, some retailers and their buying representatives demand direct contributions toward their advertising — sometimes in the form of a catalog, sometimes otherwise. Usually the demand is made for a specific and uniform round sum. Since this demand is made upon all our favored resources, it is obvious that there is not even a pretense of proportionateness, as would be required by law.

"Most buyers do not and would not make such demands. Most play the game fairly. Even buyers who demand such concessions under instructions from their management, privately confess their aversion to such tactics and acknowledge that it interferes with their buying judgment.

"The lapses that have occurred have made it desirable now at the outset of the new season to reaffirm these sound principles of the Robinson-Patman Act and our determination to abide by the law. The overwhelming majority of the nation's retailers will value our doing so, recognizing that this position is in the interest of the fair and responsible retailer as well as of the ethical manufacturer. An informed public opinion in the apparel market is becoming increasingly aroused against such discriminatory concessions and will not countenance their continuance. We vigorously ally ourselves with that attitude."

KOF Holding Knit Style Show On TV March 10

A fashion showing of spring and summer cotton knits will be telecast on March 10 on Channel 13, through the sponsorship of the Knitted Outerwear Foundation, promotional affiliate of the National Knitted Outerwear Association.

The announcement was made by Edward A. Brandwein, NKOA administrative secretary, who said that the knits will be shown on the Richard Willis Beauty Show at 8 A.M.

The collection of cotton knit sports and play wear, by Geist & Geist, will include jackets, shorts, shirts, skirts, slacks, a playsuit, a T-shirt dress and a Bikini.

CALL US AT SUNRISE

FOR TOP PRICES ON WOMEN'S AND GIRLS'

- SWEATERS
- KNIT SUITS
- BATHING SUITS
- POLO SHIRTS

WE'RE ALWAYS OPEN TO BUY
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Are You "Cashing In" on This Label!

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... WE CAN SUPPLY YOU WITH HIGH STYLE, HIGH FASHION COORDINATES, COMPRISING T-Shirts, Jamaicas, and Skinny Pants THAT YOU NEED FOR SUCCESSFUL SALES & MERCHANDISING.

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FOR SALE

2—6 gauge LH Philadelphia Jacquard machines. Excellent condition.

BOX 99

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BOX 102

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1 approximately 190 needles
1 approximately 250 needles

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- 4—Phila. Jacq. TAI, 30", 13½, 14 & 16½ cut, 12 feed, 4 col. str.
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- 1—Queens model B, 10 cut, 60", high and low needles and jacks
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- (2) JACQUARD, TA, 30", 10 CUT, 12 FEED, #2726, 2722
- (1) JACQUARD, TA, 28", 10 CUT, 11 FEED, #1168
- (2) JACQUARD, TA, 28", 10 CUT, 6 FEED
- (1) SUPREME JERSEY 18", 10 CUT, 16 FEED
- (2) UNIVERSAL V BED FLATS, 63", 10 CUT, #19995, 19958
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- (1) REECE S2 BUTTONHOLE
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- (4) SINGER & AMCO MACHINE TABLES WITH INDIVIDUAL ½ H. P. MOTORS
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11 cut TA or TAI, 30" machine.
EVERgreen 5-1090
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2 Philadelphia Jacquard TJI's. 14½ cut, 12 feed,
56 lever, 12 four feed striping boxes, late models,
excellent condition, serial numbers upon request.
BOX 103

FOR SALE

1—20", 20 cut, 50 gauge Brinton Jersey
machine, 1248 needles, 48 feed. Little used.
BOX 108

WANTED

2—12 cut Jacquard TA - 13" machines.
Must be complete with 4 color strippers and stop-motions.
H. E. FRISCH KNITTING MILLS CO.
1991 East 66 St., Cleveland, Ohio

YARNS WANTED, FOR SALE

WANTED FOR CASH Worsted · Zephyr · Synthetics · Cotton

We always carry a large stock of yarns, dyed on
cones for immediate use.

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686 Flushing Ave.
Brooklyn 6, N. Y.

CENTURY
YARN CO.

WILSON YARN CORP.

141 Wilson Ave., Brooklyn 37, N.Y.

GL 6-9686

H. BERMAN

WE PAY
TOP PRICES
FOR
SURPLUS YARN

We Buy & Sell
WORSTED & SYNTHETIC
YARNS

We carry in stock
all colors and
all sizes for the
knitting trade!

ALL TYPES OF YARNS BOUGHT & SOLD

WORSTED — ZEPHYR — COTTON — ALL SYNTHETICS

ARDSLEY YARN CO.

Abe Rothkopf

306 BUSHWICK AVE.

BROOKLYN 6, N.Y.

EV 6-8842

YARNS FOR SALE AT ATTRACTIVE PRICES

- 1000 lbs.—36/2, C. P. cotton, colors, cones
- 1100 lbs.—1/24, oxford grey, H. B. Orlon Acrylic, cones
- 750 lbs.—1/24, lt. oxford, H. B. Orlon Acrylic, cones
- 500 lbs.—1/24, pink, H. B. Orlon Acrylic, cones
- 1100 lbs.—1/23, oxford, oatmeal & brown, H. B. Orlon Acrylic, cones
- 1500 lbs.—2/27, light & medium oxford, Orlon Acrylic, cones
- 1500 lbs.—2/34, dark oxford, Orlon Acrylic, cones
- 500 lbs.—1/34, dark oxford, Orlon Acrylic, cones
- 1500 lbs.—2/30, brown heather, Turbo Orlon Acrylic, cones
- 2400 lbs.—1/15, tan heather, Turbo, 6 denier, Orlon Acrylic, cones
- 900 lbs.—2/26, light beige, Turbo, Orlon Acrylic, cones
- 750 lbs.—2/26, brown heather, Turbo, Orlon Acrylic, cones
- 5000 lbs.—1¼ run, beige, garnetted Orlon Acrylic, cones
- 1000 lbs.—2 run, 70% lamb's wool, 25% Orlon Acrylic, olive, cones
- 1700 lbs.—2¼ run, dark oxford, 75% lamb's wool, 25% Orlon Acrylic, cones
- 750 lbs.—3 run, 75% lamb's wool, 25% Orlon Acrylic, lovat green, cones
- 1400 lbs.—3 run, 75% lamb's wool, 25% Orlon Acrylic, brown heather, cones
- 1000 lbs.—2¼ run, pink, garnetted Orlon Acrylic, cones
- 2000 lbs.—3 run, 100% lamb's wool, gold, cones
- 1500 lbs.—2 run, 100% lamb's wool, gold, cones

SAM SASKEN

1441 Broadway, New York 18, N. Y.

CH. 4-8733

FOR SALE
ELASTIC YARN FOR KNITTING

• All Sizes and Colors

B **EDFORD YARN CO.**
79 Clifton Place
Brooklyn, N. Y.
MAin 2-1340

WANTED
COTTON, WOOL, WORSTED & SYNTHETIC
YARNS
HERMAN KASLOFF

868 N. Fourth St., Phila. 23, Pa. MAket 7-0997

WE BUY AND SELL
Worsted — Synthetics — Blends
AT BEST PRICES!

B **EDFORD YARN CO.**
79 Clifton Place
Brooklyn, N. Y.
MAin 2-1340

CONTRACTORS WANTED, CONTRACT WORK WANTED

WANTED—CONTRACT KNITTING

Contractor has opening for additional quantity work, including distinctive knitted trimmings on latest fine gauge Dubied and Universal flat machines. Good quality. Prompt delivery.

CYpress 2-9121 or BOX 50BB

WANTED — CONTRACT KNITTING
KNITTED FABRICS ONLY

Supreme circular machine contractor, with good size plant consisting of latest equipment, desires quantity work. Good quality. Quick delivery.

JEM FABRICS, INC.

40-24 22 St., Long Island City 1, N. Y. EMpire 1-1818

CONTRACTOR WANTED

with flat Jacquard transfer machines, 6 or 7 cut,
and flat Links and Links machines for trimming.

BOX 92

CONTRACT WORK WANTED

on 8 gauge LH Links. Also 6 and 7 gauge
flat Links. Ladies' and men's complete
garments. Quality workmanship.

BOX 107

AVAILABLE FOR CONTRACT WORK

One of the finest and largest mills in the New York area, with all equipment from fine gauge to the latest for bulkies, is in a position to produce for one or two quality houses on a permanent basis. Highly experienced in men's and ladies' sweaters. Fair prices for honest quality workmanship required. Good delivery and continuity assured.

BOX 100V

CONTRACT WORK WANTED

on 7-11 cut flat machines.

Large production — good delivery.

RUTLEDGE KNITTING MILLS, INC.
782 Wythe Ave., Brooklyn, N. Y. JAckson 2-6169

CONTRACT WORK WANTED

8 cut Jacquard transfers, 4 color strippers and pattern work. Knitting, washing and brushing only.

BOX 100

HELP WANTED

PRODUCTION FOREMAN ASSISTANT
WANTED

Knitting mill, knowledge flat machines preferred. State experience and salary.

BOX 106

MECHANIC & STITCH
CREATOR WANTED

on Dubied flat and Universal machines.
High caliber man wanted for top firm
in sweater field. Replies confidential.

BOX 105

SWEATER EXPERT WANTED

Knitting mill in New England requires top man with knowledge of cutting and sewing on popular-priced sweaters—samples, patterns, quality control. Salary \$15,000, with proven ability. Replies confidential.

BOX 100L

WANTED
SUPREME MACHINE MECHANIC

We are offering a HIGH SALARY for well experienced DESIGNER AND FIXER, to take charge of our Supreme jersey machine department. Pleasant permanent position. Apply:

FALMARK FABRICS

482 Broadway, New York CAAnal 6-6064

FORELADY WANTED

Must be thoroughly experienced, to take complete charge of sewing department of mill making knitted suits and dresses. Excellent salary. Wonderful opportunity for the right party.

BOX 104

WANTED
Raschel Mechanic
 Experienced, good salary.
 Permanent position, excellent future.
BOX 100C

PRODUCTION MAN WANTED
By Contractor
 Must be thoroughly experienced from yarn to box, for ladies' and children's sweaters.
BOX 100K

PRODUCTION MAN WANTED
 by large mill manufacturing men's, ladies' and children's sweaters. Must be thoroughly experienced and capable of taking full charge.
BOX 100T

POSITIONS WANTED

KNITTER-MECHANIC
 Wishes position with small mill. Accustomed night shift. Expert fine interlock, bulky, etc. 35 years experience all types of circular and flat power, including hand machines. Results count. References.
BOX 100R

PRODUCTION MAN AVAILABLE
 Knowledge of knitwear and yarn control. Seeks position in inventory and quality control. Young, married, energetic, excellent administrator.
BOX 100Q

COTTON KNIT PIECE GOODS SALESMAN
 Available in New York area
 Years of experience. Well known. Excellent reputation. Desires to make change.
BOX 100M

CLOSEOUTS WANTED

CLOSEOUTS WANTED
 For Export to South America
 ALL KINDS OF KNITWEAR — CASH PAID
NU-STYLE KNITWEAR CO.
 264 Canal St., New York 13, N. Y. WA. 5-4268

CLOSEOUTS WANTED
SURPLUS LASTEX & ELASTIC FABRICS
 For Export Full pieces—Shorts Any quantity—Fair prices
HERBERT L. TOFFLER AND SONS, INC.
 440 Fourth Ave., New York 16, N. Y. MU 5-3906

CLOSE-OUTS WANTED
 CASH PAID for surplus stocks of Sweaters and Bathing Suits.
BERNETTE TEXTILE COMPANY
 101 W. 31 St., New York City BRyunt 9-5526-7

KNIT FABRICS, CLOSEOUTS WANTED
 Cottons, Jerseys, Nylon Fleece, Lastex, Novelties, Metallics.
 Woven Piece Goods and Remnants. We pay cash.
CHARMKNIT CORP., 82 Franklin St., N.Y.C. WA 5-6828

KNIT CLOSE-OUTS WANTED
 Top prices for solids, stripes and fancies.
S. LEVINE AND SONS
 639 N. 2nd St., Allentown, Pa., HEmlock 5-3578

WASTE

G&N
PAYS HIGHEST PRICES
FOR KNITTED WASTE
 Any time — Anywhere

Call
EVERgreen
6-0022
 Out of Town — Call Collect
G & N WOOL CLIPS
 55-17 Flushing Avenue
 Maspeth 78, New York

MERCHANDISE FOR SALE

SAVE MONEY ON POLYETHYLENE BAGS
 9½ x 13—G. 001 @ \$5.15 per M—G. 00075 @ \$4.50 per M
 11 x 14—G. 001 @ \$6.35 per M—G. 00075 @ \$5.25 per M
LUCKY POLYETHYLENE MFG. CO
 454 Berry St., Brooklyn 11, N. Y. EVERgreen 8-5403

ENGLISH HANDKNITTED OUTERWEAR
 Elegant Jumper Suits made to measure and beautifully hand knitted in best quality wool. 25 dollars. Trade also supplied. Measurements, color of choice and cash to:
KOSY KORNER (Wools)
 19 AVENUE ROAD HERNE BAY, KENT, ENGLAND

JACQUARD KNITTERS
 Smart Knitters Everywhere are Using
"BRIAR-TEX"
 The only Jacquard Pattern Material that is actually a **DOUBLE-WOVEN Textile Fabric!**
 • Longer Life • Doesn't Shrink or Stretch
 5-15/16" 6¾" 10½"
 Samples sent upon request.

BRIAR PRODUCTS
 P. O. Box 282 Berwick, Pa.

BUSINESS OPPORTUNITIES

BUSINESS PROPOSITION WANTED

by veteran industry executive —
 with deep roots in the yarn, dyeing and mill supply branches of the knit goods industry.

Capital to invest. Will devote full time. Strong sales and management capacity.

BOX 100J

SERVICES, SUPPLIES FOR SALE

LOANS — MORTGAGES

on Plants, Machinery and Equipment

SUNSET TRADING CORP.

932 Madison St., Brooklyn 21, N. Y. HYacinth 1-3975

NEW FORMULA**CLEANING FLUID FOR KNIT GOODS**

Cleans Wool, Cotton, Rayon and Nylon

Special Fluid for Orlon and Ban-Lon

Special Price for One Gallon Trial Order

Office: **MASTER STAIN REMOVER**

68-56 Dartmouth St., Forest Hills 75, N. Y. Liggett 4-0898

CONTRACTORS—*Seeking Additional Work?***EMPLOYERS—***Need Additional Help?*

• You're sure to get the results you want—by inserting an inexpensive ad in the Industry's Market Place Section of the "Times."

**To Place Your Ad:
Call Murray Hill 3-7520 or
Use This Handy Order Blank**

KNITTED OUTERWEAR TIMES

386 Park Avenue South, New York 16, N. Y.

Gentlemen:

Insert the ad written below in..... issues.

(Check one)

☐ **TRADE WANTS**

Rates per insertion: 35¢ per word; 40¢ if set in capitals. Box number counts as 2 words. Minimum cost per adv. — \$5.50. Positions wanted — \$5.00.

DISPLAY AD

☐ 2" — \$11.00
☐ 4" — \$22.00
☐ 10" — \$55.00

Please Enclose Payment With Order.

ADVERTISEMENT

☐ Check here if you want a confidential box number (replies sent to you as we receive them).

Name.....

Address.....

(Use separate sheet if necessary. Attach this order blank.)

TRADE WANTS

RATES: one insertion—35 cents per word. Words set completely in capitals — 40 cents per word. Box numbers count as two words. Minimum cost of advertisement—\$5.50. Minimum cost of Positions Wanted advertisements — \$5.00. Trade Wants for Monday's paper must be in by preceding Wednesday, 2 P.M. Please enclose payment with your order.

CONTRACTOR SEEKS WORK. FINISHING ONLY ON ALL KINDS OF SWEATERS. EXCELLENT WORKMANSHIP. BOX 101.

Contract work wanted. Knitting and finishing on all kinds of interlock sweaters. EVERgreen 7-2182.

Wanted to purchase—4 gauge flat machines. GLENmore 5-9429.

FOR SALE—2½ and 3 gauge power machines. Reasonable. Box 100B.

For Sale—4 gauge O.G. machine. Excellent condition. Box 100F.

LEASE—SALE. LOFTS—BUILDINGS. ALL SIZES—ALL LOCATIONS. MILTON WOLF & CO., 744 BROAD STREET, NEWARK, NEW JERSEY. MI 3-8844.

Contractor seeks additional work on 12 gauge transfer, 17½ gauge Philip and 4 cut Universal machines. EVERgreen 8-7782. Box 100G.

KNITTING ROOM SUPERVISOR AVAILABLE. Many years experience in ladies' and children's sweaters. Box 100D.

FOR SALE: 14 cut interlock Philip machine. Perfect running condition. Box 100N.

Finishing contractor available. All types of knitwear; bulkies, Orlon, Ban-Lon, all sizes. Box 100E.

SALES ORGANIZATION: Covering Philadelphia, Delaware, Maryland, Washington, Virginia, wants strong men's or boys' sweater and knit line. Established and doing substantial volume with kindred lines. Box 100P.

FOR SALE

5 sections of steel shelving—in good condition. Available immediately. Very reasonable.

BOX 100W**SALES REPRESENTATION LINES WANTED****QUALITY WOOLEN SPINNER WANTED**

Yarn sales organization with coverage of sweater, fabric knitters and weavers. Interested in representing reputable mill in Metropolitan New York, Pennsylvania, North Carolina and South Carolina area. 100% wool, blends, etc.

BOX 50G

**YARN SALES ORGANIZATION
SEEKS ADDITIONAL MILL REPRESENTATION**

Interested in spinner of High Bulk or Turbo Orlon. We are an aggressive long-established and growing organization covering, New York, Philadelphia and Cleveland.

BOX 84

DIXIE YARNS



**DIXIE
MERCERIZING
COMPANY**
CHATTANOOGA, TENN.
NEW YORK • CHICAGO
LOS ANGELES • MEANE
PROVIDENCE • READING
PHILADELPHIA



Pandora
swim suits
pay tribute
to charming
teen torsos
and the
multi-faceted
charms
of cotton
in a
screen printed
fabric knit of
10% rubber
and 90%
combed peeler
bleached cotton
by Dixie

DURENE • MERCERIZED • DYED AND BLEACHED • COMBED PEELER SINGLE AND PLY
TURBO AND STAPLE CHEMICAL FIBERS • TUFTING YARNS



WOONSOCKET SPINNING CO.

When you buy from Woonsocket you are buying the best! Whether it be cashmere, camels hair, angora, fur blends, mohair, lambs wool or other specialty yarn, Woonsocket begins with the world's finest fibers. Woonsocket processes them in its own mills, under highly scientific control until the yarn is delivered promptly to your factory. Thus you are assured of an adaptable resource, able to meet the constantly changing demands of men's and women's fashions.

Distributed by **AMICALE YARNS, INC.**, 511 Fifth Ave., New York 17, N. Y., MUrray Hill 2-1655
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